

Message Text

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44

ACTION XMB-04

INFO OCT-01 EUR-12 ISO-00 SSO-00 NSCE-00 INRE-00 AID-05

CIAE-00 COME-00 EB-07 FRB-01 INR-07 NSAE-00 USIA-15

TRSE-00 OPIC-06 SP-02 CIEP-02 LAB-04 SIL-01 OMB-01

FEA-01 INT-05 OES-05 /079 W
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O 311530Z JUL 75

FM AMEMBASSY ROME

TO SECSTATE WASHDC IMMEDIATE 2384

UNCLAS ROME 11063

PASS EXIMBANK FOR TUTINO

E.O. 11652: N/A

TAGS: EFIN, ETRD, IT

SUBJ: FINANCING HOSPITAL EQUIPMENT; NORTH SEA OIL

1. WOULD YOU INITIATE A CLOSE LOOK AT NEED AND OPPORTUNITY
FOR EXIM ACTION IN TWO AREAS.

2. /SALE AND FINANCING OF MEDICAL AND HSPITAL EQUIPMENT./
REPORTS HERE INDICATE INTENTION TO BUILD AND EQUIP 100 NEW
HOSPITALS IN ARAB COUNTRIES. EQUIPPING THESE AND OTHER HOSPITALS
AROUND THE WORLD WITH US EQUIPMENT COULD HAVE LONG TERM PAYOFF
INCONTINUED USE OF US EQUIPMENT. SEE HOW US HEALTH SERVICE
COMPANIES ARE GOING AFTER THIS MARKET, WHAT KIND OF COMPETITION
THEY ARE MEETING, OPPORTUNITY FOR FINANCING TO MAKE A DIFFERENCE.
TALK TO HOUSTON ABOUT KOREAN HOSPITAL, AMBACH ABOUT TUNISIAN
HOSPITAL, SEE WHERE ELSE EXIM HAS FINANCED MEDICAL AND HOS-
PITAL EQUIPMENT. TALK TO COMMERCE DEPT ABOUT MARKET AND OUR
RECORD IN IT.

3. /NORTH SEA OIL AND GAS DEVELOPMENT./ SEE SPECIAL SECTION
IN LAST WEEK'S /ECONOMIST,/ PARTICULARLY FAILURE OF BRITAIN
AND SUCCESS OF NORWAY AND GERMANY TO BREAK INTO OIL EQUIPMENT
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AND DRILLING PLATFORM BUSINESS. EXAMINE EXIM RECORD OF HIGH

ACTIVITY IN 1972-73 AND CONSTRAINTS UNDER FEA POLICIES IN 1974.
GET CURRENT READING FROM COMPANIES IN BUSINESS.VOLPE

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Message Attributes

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